Spatial Distance Cues and their Effect on Caloric Content Estimation: A Replication Study

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Abstract

This study was a direct replication of a study conducted by Williams and Bargh (2008) where the effects of spatial cues mapped on a Cartesian plane upon estimations of caloric content in unhealthy or healthy foods were examined. The results found in the original study supported the theory that spatial cues to distance reduced people's estimates of the calories in unhealthy food. The present study failed to replicate the original results. There was a significant effect of food type on participants caloric content judgment however there was no effect of prime on these judgments and no interaction effect found between food type and prime. Participants in the present study gave lower calorie estimations when primed with closeness as compared to distance, a pattern of results opposite of that observed in the original study. The findings from this replication did not support William and Bargh's critique of the construal-level theory.

Keywords: Construal-level theory, caloric content, affect, spatial-distance, psychological distance

Spatial Distance Cues and their effect on Caloric Content Estimation: A Replication Study

One of the main theoretical concepts within the topic of space in psychology is the Construal Level Theory (CLT), which is the main framework of theory regarding the nature of psychological distance. Psychological distance is composed of two types of distances: social distance as in the different power hierarchies seen within different societies and spatial distance which is the physical distance between oneself and other objects or locations.

CLT assumes that psychological distance encompasses three types of distances: spatial, temporal and social. Williams and Bargh (2008) argue to the contrary, that spatial distance is not stemming from psychological distance but in fact the other way around, spatial distance is the basis for how we interpret the world and determine our internal states through our visual space from a very young age. We take knowledge that we can easily obtain through our senses about physical relations and project it onto other things that are more difficult to interpret like emotions (Lakoff & Johnson, 1980; Fauconnier & Turner, 2002, as cited in Williams & Bargh, 2008).

This spatial distance has a direct effect on the type of emotions we experience, for example anxiety involves consideration of a potential, distal danger. In mice, anxiety is often induced by the smell of a cat, whereas fear is a reaction to an immediately present danger like the presence of a cat (Gray, 2000, as cited in Trope & Liberman, 2010). Humans also feel positive emotions towards things that are close to us, like the proximity of our mother's protecting arms, and feel negative emotions towards things that are distant from us, for example potential threats from enemies or predators (Bowlby, 1969, as cited in Williams & Bargh, 2008).

A series of experiments conducted by Williams and Bargh (2008) found that this activation of spatial distance (closeness or distance) impacted individual's emotional and affective response to certain stimuli. This effect of spatial cue on affective response was limited

to stimuli that were emotionally significant, for example a potentially threatening or comforting stimulus. Furthermore, this spatial relationship did not have to exist between the individual and another object it could be between two separate objects.

The third experiment in this series, examined the effects of spatial cue priming on participant's judgements concerning unhealthy food which were considered to be affect laden as they suggest a potential danger to the individual. They found that participants primed with distance rated the unhealthy foods to have 31% fewer calories than those who were primed with closeness. There was no difference across means in the healthy food group, as there was no danger or threat or affect involved. They found an interaction effect with the spatial-prime condition and food type on judgement of caloric content. This is something that the CLT could not account for as it would predict that the calories would be a low-level peripheral concept and therefore only produce a main effect on the spatial condition.

The purpose of this study was to replicate the results obtained by the above experiment as these results have a strong implication on the theories of construal-level theory, psychological distance and spatial-distance. We predicted to find a main effect of food type on caloric estimations and a main effect of spatial prime, participants who received the distance prime will give lower calorie estimations as compared to those who receive the closeness prime. We also predicted to find an interaction effect between the food type and prime on the judgment of caloric content.

In order to avoid the issue of participants being unable to provide accurate estimations our sample of subjects included only females, as males are not as concerned with caloric content in the foods that they consume compared to females (Mooney & Lorenz, 1997).

Method

Participants

Sixty female participants were recruited from the Bishop's University community with an enrolment of approximately 2300 students.

Materials and Procedure

Each participant that volunteered to complete the study signed a consent form (See Appendix A) and was informed of the anonymity of their results and were given a debriefing form upon completion (see Appendix B).

As a cover story participants were told that the purpose of the study was to obtain feedback on materials to be used for a new type of standardized test.

In order to provide the participants with spatial-distance cues three different sets of coordinates were used: closeness was (2, 4) and (-3,-1), intermediate was (8, 3) and (-6,-5) and distance was (12, 10) and (-11, -8) (see Appendix C). The closeness coordinates were in close proximity to one another on the Cartesian plane, the distance coordinates were far away from one another on the plane and the intermediate coordinates were about halfway on the plane between the coordinates for the closeness and distance primes. Each participant mapped out one of the three sets of coordinates, this served as their spatial prime (closeness, intermediate or distance prime).

After marking their coordinates on the Cartesian plane participants were given a list of 10 foods. Five of the foods were healthy foods relatively speaking (yogurt, oatmeal, brown rice, apple, baked potato), and the other 5 foods were relatively unhealthy (ice cream, french fries, potato chips, chocolate bar, cheeseburger). The order in which the foods were presented to the subject on the list was counterbalanced so that the participant judged a healthy food, followed by

an unhealthy food. Participants were then asked to estimate the number of calories contained in a single serving of each of the foods listed before them (see Appendix D).

Once participants had completed their initial testing they answered a debriefing funnel questionnaire (see Appendix E). This was to determine whether or not participants showed any awareness of the purpose of the priming manipulation or the experimental hypothesis, no participants indicated any awareness.

Design

The design of this study included a (2) (food type: healthy vs. unhealthy) x 3 (spatial prime: closeness vs. intermediate vs. distance) mixed design, with spatial-prime condition as the between-subjects independent variable and food type as the within-subjects independent variable. The dependent variable was the participant's estimation of caloric content in the unhealthy and healthy food groups as measured by the total number of calories estimated (See Table 1 and Figure 1).

Results

Descriptive Statistics. The participant's mean calorie estimations as a function of food type and spatial priming effect are shown in Table 2 and Figure 2. Across the spatial prime conditions participants gave lower calorie estimations for the healthy foods (M = 650.28, SD = 51.66) versus the unhealthy foods (M = 1354.1, SD = 91.14). There was no significant spatial prime effect on participant's caloric content judgments; participants primed with distance estimated that unhealthy foods contained more calories (M =1349.55, SD = 1019.43) than those participants who were primed with closeness (M = 1278.25, SD = 403.76).

ANOVA for Prime x Food type. There was a significant effect of food type on participants caloric content judgments; participants gave higher calorie estimations for unhealthy

foods and lower calorie estimations for healthy foods, F (1, 57) =197.76, p <.001, η^2 = .776. There was no significant effect of prime on participant's caloric content estimations, F (2, 57) = .598, p = .554, power = .145.

Prime x Food Type Interaction. There was no interaction effect between the spatial prime condition and food type, F (2, 57) = .858, p = .430, power = .190.

Debriefing Funnel Questionnaire. Participants consistently reported that they were not aware of the number of calories in the foods that were listed; they also reported that they found the task to be extremely difficult. Some participants suggested that they were unable to make an educated guess.

Discussion

Our study failed to replicate the results obtained in Williams and Bargh's original study. There was no effect of spatial prime on participant's caloric content judgments; furthermore there was no interaction effect of spatial prime and food type on participant's calorie estimations.

The replication's pattern of results was the complete opposite of the pattern found in the original study where participants who were primed with distance gave lower calorie estimations for unhealthy foods than those primed with closeness. In the present study participants in the distance condition gave higher calorie estimations than those participants primed with closeness.

Considering the dramatically different pattern of results that we obtained in addition to our failure to replicate the priming effect, the results do not provide supporting evidence for the effect of spatial cues on people's judgement of caloric content.

Furthermore the replication does not support the argument pitted against the CLT that it does not account for the interaction effect found between prime and food type, as this interaction effect was not present in our replication.

A potential flaw in the design of this study is the use of caloric content judgements, there was a consensus among participants as indicated on their debriefing funnel questionnaire that participants were not able to easily provide educated guesses on caloric content for the foods listed. This suggests that the calorie estimations were not representative of the subject's true thoughts or beliefs as a result of the priming, but merely a product of random guessing. Thus, caloric content judgements may not be an effective method of studying the effects of distance on our affectivity.

In conclusion the results do not support the argument that spatial distance has a significant impact on our affective and emotional responses to stimuli in our environment. Williams and Bargh's original critique of the CLT was not replicated and will require further investigation in order to establish support for their findings.

References

Liberman, N., & Trope, Y. (2010). Construal-level theory of psychological distance. *Psychological Review*, *117*(2), 440-463.

Mooney, K., & Lorenz, E. (1997). The effects of food and gender on interpersonal perceptions. *Sex Roles*, *9/10*, 639-653.

Williams, L., & Bargh, J. (2008). Keeping one's distance: the influence of spatial distance cues on affect and evaluation. *Psychological Science*, *19*(3), 302-308.

Table 1

Plan of Observations: Number of calorie estimations for each food type by priming condition

		Spatial-Priming Effect and Food Type		
		Closeness	Intermediate	Distance
Females	*n*	20	20	20
Observations	Healthy	5	5	5
	Unhealthy	5	5	5

Table 2

Mean Calorie Estimations as a Function of Food Type and Spatial Priming Effect (with Standard Deviations in parentheses)

		Food Type	
		Healthy	Unhealthy
Spatial Prime	*n*	*M (SD)*	*M (SD)*
Closeness	20	526.1 (227.08)	1278.25 (403.763)
Intermediate	20	695.5 (300.792)	1464.5 (541.248)
Distance	20	729.25 (581.688)	1349.55 (1019.426)

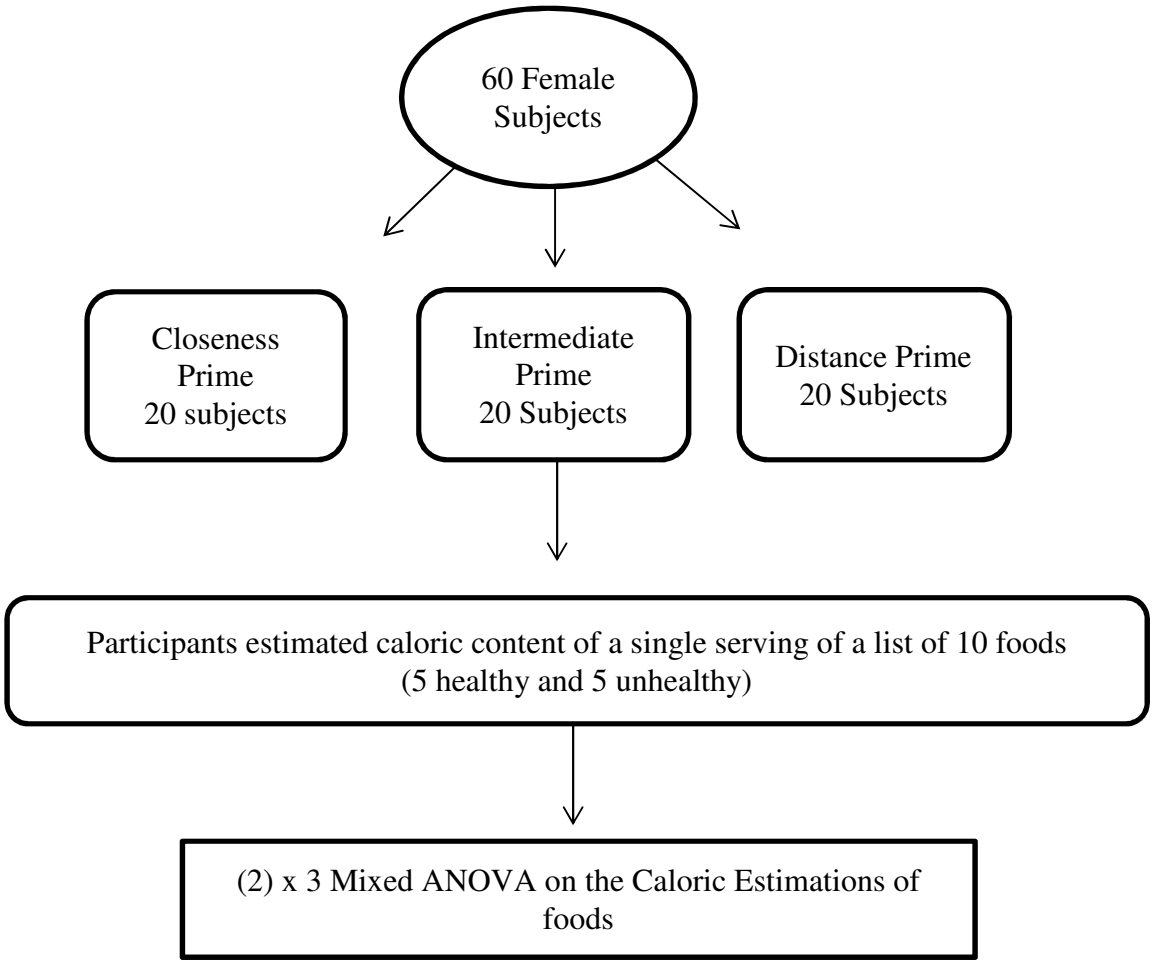


Figure 1. The sequence of steps. This figure illustrates the steps taken to complete this study.

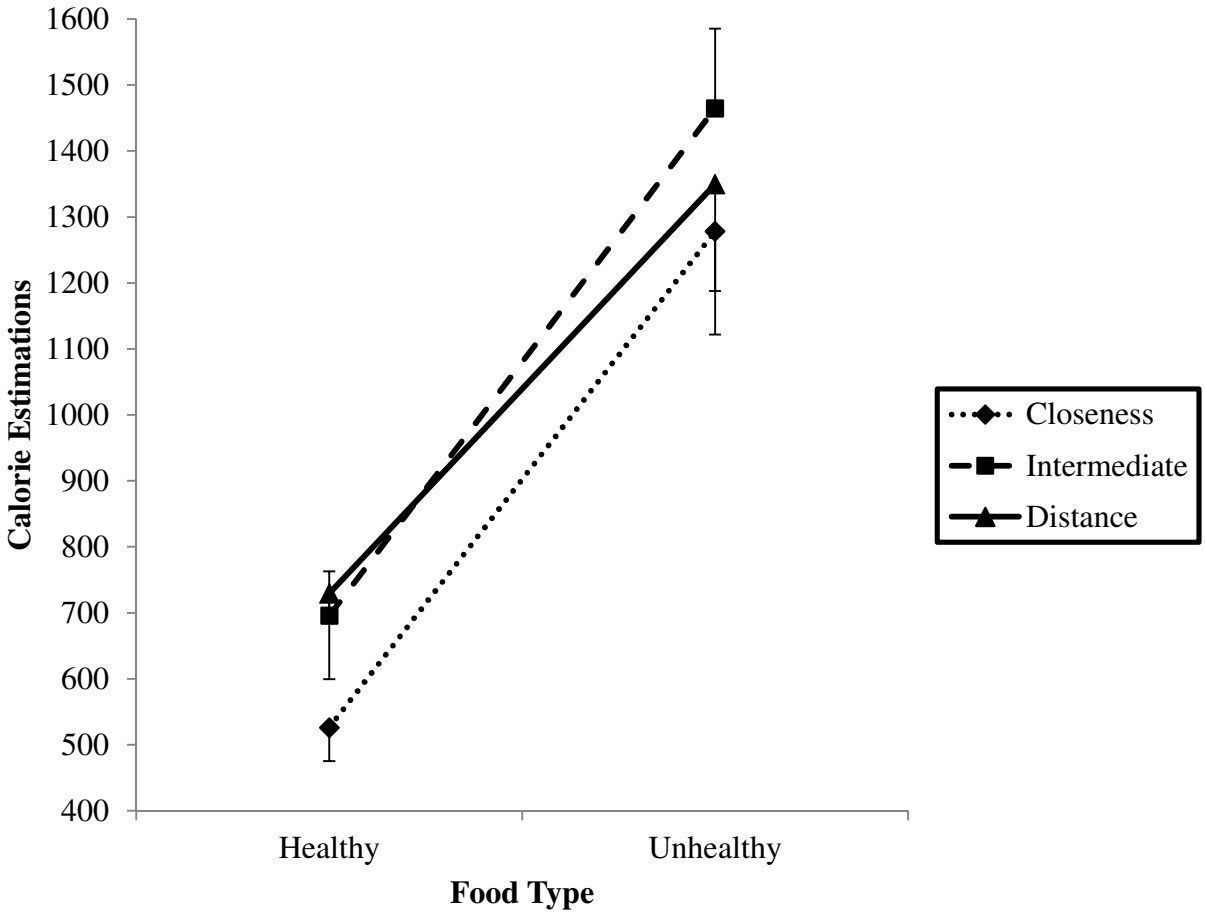


Figure 2. Mean Calorie Estimations as a function of Food Type and Spatial Priming Effect. Standard errors are represented in the figure by the error bars attached to each series.

Appendix A

CONSENT FORM

Title of project: Judging spatial relationships and caloric values of foods.

Please read the following information about the study to be conducted and sign below if you agree to participate.

I agree to participate voluntarily in a project being conducted by Dr Leo Standing of the Department of Psychology at Bishop's University, Lennoxville, Quebec. The objective of the project is to gather information related to people's judgements of spatial distance, and of the number of calories in common foods.
As a participant in this project, I will be asked to locate two dots on a piece of graph paper. I will also be asked to estimate how many calories there are in each of 10 foods. I am aware that at all times, I have the right to withdraw from the project without negative consequences.
The data collected will only be accessible to Dr Standing, will be kept in a private computer, and will be destroyed after 1 year. All data collected will be confidential and the property of the researcher, and will be used strictly for the above-mentioned project. Upon request, I may have access to the data I provided. I am aware that academic publications and presentation(s) may result from this project, that my identity will be kept confidential, and that the data I provided may or may not be published, at the discretion of the researcher. In order to be informed of any publication, I may give my address and phone number to the researcher.

The possible risks in the study are believed to be zero.

The potential benefits resulting in my participation are enhanced knowledge of the factors which affect our behavior.

Dr Standing can be reached at Bishop's at (819) 822-9600, ext.2456, or by email at lstandin@ubishops.ca. The University's Research Ethics Board approved this project 10/9/2012. If I have any concerns regarding this project, I may contact Dr. Christopher Stonebanks, Chair of the Research Ethics Board of Bishop's University (819-822-9600, ext. 2203) or Dr. Michael Childs, Vice-Principal of Bishop's University (819-822-9600, ext. 2388).

I agree to participate in this project and I have made this decision based on the information I have received about it. I have read and understand the present consent form and I accept its stipulations.

Participant's Name:_____

Participant's Signature:_____

Date:_____

Appendix B

Psychology 313A: Advanced Research Methods, 2012

Debriefing Form for Participation in Spatial Distance and Food Experiment

THANK YOU FOR YOUR PARTICIPATION! We appreciate your help.

This study examined whether being primed initially with the idea of closeness, as opposed to distance, would make someone give lower estimates for the calories in unhealthy (but not healthy) foods.

The principal investigator is Professor Standing of the Department of Psychology, Bishop's University.

Are there any questions that you would like to ask?

Appendix C

Test A

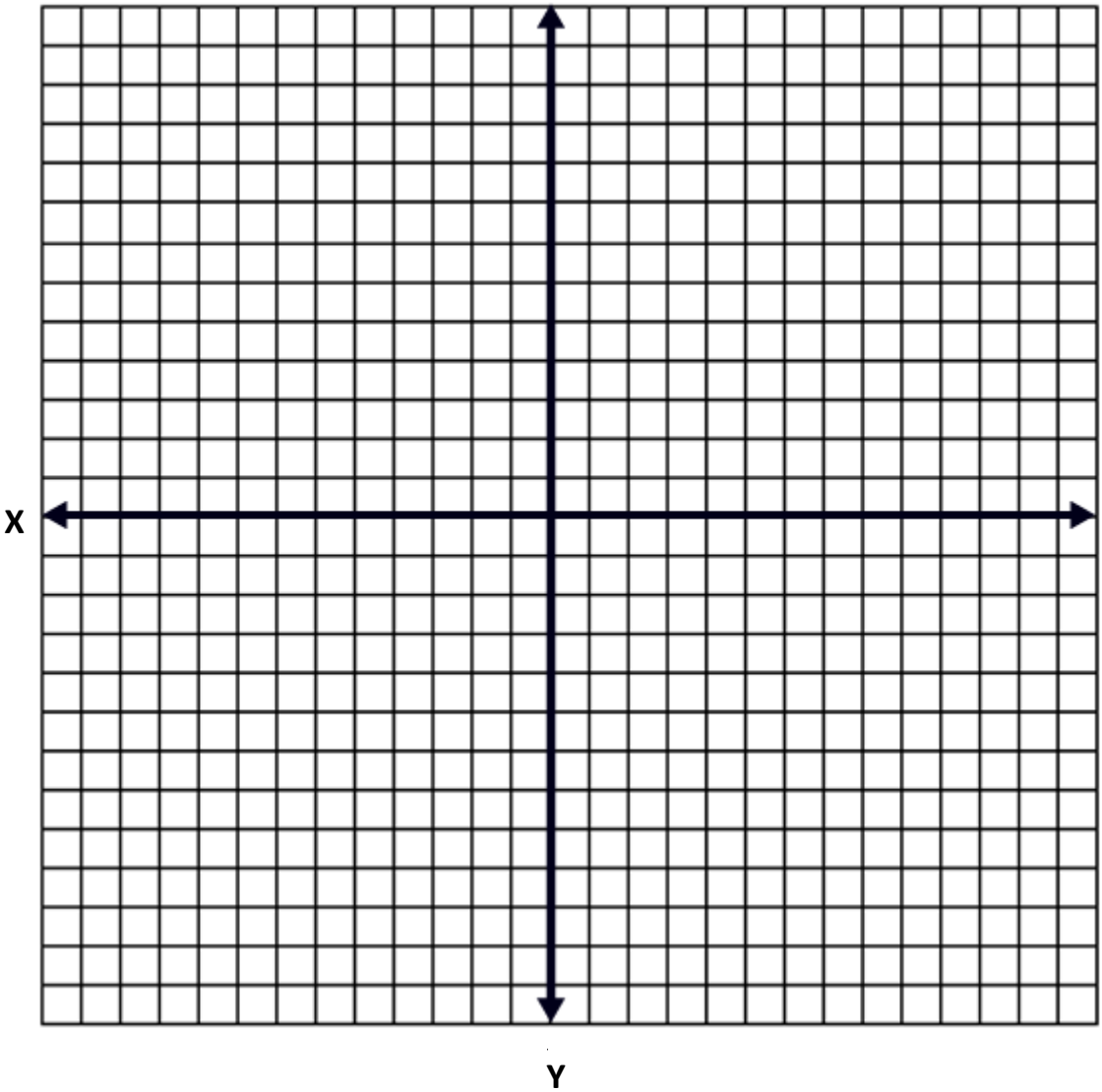
The purpose of this study is to obtain feedback on materials for a new type of standardized test.

Note: Please be sure to complete the tasks on both sides of testing sheet.

TASK 1

Please locate the following points on this grid:

(2, 4) and (-3, -1)



Appendix D

Task 2

Please estimate the number of calories in a single serving of each of the following foods:

1. Yogurt _____ Calories Per Single Serving
2. Ice Cream_____ Calories Per Single Serving
3. Cheeseburger_____ Calories Per Single Serving
4. Oatmeal_____ Calories Per Single Serving
5. Potato Chips_____ Calories Per Single Serving
6. Brown Rice_____ Calories Per Single Serving
7. Apple_____ Calories Per Single Serving
8. French fries_____ Calories Per Single Serving
9. Baked Potato_____ Calories Per Single Serving
10. Chocolate Bar_____ Calories Per Single Serving

Appendix E

Debriefing Questionnaire

Please answer the following questions where possible. If you do not have an answer please indicate so in the space provided.

1. What were your overall impressions of this study?

2. What tasks were required for you to complete the experiment?

3. Did you have any notable thoughts or emotions during the testing process? Do you have any idea as to why you experienced these?

4. Do you have an idea of what the hypothesis of this study is? If so, please describe.

Appendix F

General Linear Model

Within-Subjects Factors

Measure:MEASURE_1

Food_type	Dependent Variable
1	Healthy
2	Unhealthy

Between-Subjects Factors

		Value Label	N
Spatial distance	1.00	Closeness	20
	2.00	Intermediate	20
	3.00	Distance	20

Descriptive Statistics

	Spatial distance	Mean	Std. Deviation	N
healthy food	Closeness	526.1000	227.07961	20
	Intermediate	695.5000	300.79237	20
	Distance	729.2500	581.68782	20
	Total	650.2833	403.41072	60
unhealthy food	Closeness	1278.2500	403.76281	20
	Intermediate	1464.5000	541.24831	20
	Distance	1349.5500	1019.42608	20
	Total	1364.1000	698.20729	60

Box's Test of Equality of Covariance Matrices[a]

Box's M	22.985
F	3.636
df1	6
df2	80975.077
Sig.	.001

Multivariate Tests[c]

Effect		Value	F	Hypothesis df	Error df	Sig.	Partial Eta Squared	Noncent. Parameter	Observed Power[b]
Food_type	Pillai's Trace	.776	197.756[a]	1.000	57.000	.000	.776	197.756	1.000
	Wilks' Lambda	.224	197.756[a]	1.000	57.000	.000	.776	197.756	1.000
	Hotelling's Trace	3.469	197.756[a]	1.000	57.000	.000	.776	197.756	1.000
	Roy's Largest Root	3.469	197.756[a]	1.000	57.000	.000	.776	197.756	1.000
Food_type * Prime	Pillai's Trace	.029	.858[a]	2.000	57.000	.430	.029	1.715	.190
	Wilks' Lambda	.971	.858[a]	2.000	57.000	.430	.029	1.715	.190
	Hotelling's Trace	.030	.858[a]	2.000	57.000	.430	.029	1.715	.190
	Roy's Largest Root	.030	.858[a]	2.000	57.000	.430	.029	1.715	.190

Mauchly's Test of Sphericity[b]

Measure:MEASURE_1

Within Subjects Effect	Mauchly's W	Approx. Chi-Square	df	Sig.	Epsilon[a]		
					Greenhouse-Geisser	Huynh-Feldt	Lower-bound
Food_type	1.000	.000	0	.	1.000	1.000	1.000

Tests of Within-Subjects Effects

Measure:MEASURE_1

Source		Type III Sum of Squares	df	Mean Square	F	Sig.	Partial Eta Squared	Noncent. Parameter	Observed Power[a]
Food_type	Sphericity Assumed	1.529E7	1	1.529E7	197.756	.000	.776	197.756	1.000
	Greenhouse-Geisser	1.529E7	1.000	1.529E7	197.756	.000	.776	197.756	1.000
	Huynh-Feldt	1.529E7	1.000	1.529E7	197.756	.000	.776	197.756	1.000
	Lower-bound	1.529E7	1.000	1.529E7	197.756	.000	.776	197.756	1.000
Food_type * Prime	Sphericity Assumed	132600.117	2	66300.058	.858	.430	.029	1.715	.190
	Greenhouse-Geisser	132600.117	2.000	66300.058	.858	.430	.029	1.715	.190
	Huynh-Feldt	132600.117	2.000	66300.058	.858	.430	.029	1.715	.190
	Lower-bound	132600.117	2.000	66300.058	.858	.430	.029	1.715	.190
Error(Food_type)	Sphericity Assumed	4405950.375	57	77297.375					
	Greenhouse-Geisser	4405950.375	57.000	77297.375					
	Huynh-Feldt	4405950.375	57.000	77297.375					
	Lower-bound	4405950.375	57.000	77297.375					

a. Computed using alpha = .05

Tests of Within-Subjects Contrasts

Measure:MEASURE_1

Source	Food_type	Type III Sum of Squares	df	Mean Square	F	Sig.	Partial Eta Squared	Noncent. Parameter	Observed Power[a]
Food_type	Linear	1.529E7	1	1.529E7	197.756	.000	.776	197.756	1.000
Food_type * Prime	Linear	132600.117	2	66300.058	.858	.430	.029	1.715	.190
Error(Food_type)	Linear	4405950.375	57	77297.375					

a. Computed using alpha = .05

Levene's Test of Equality of Error Variances[a]

	F	df1	df2	Sig.
healthy food	.535	2	57	.589
unhealthy food	.367	2	57	.694

Tests the null hypothesis that the error variance of the dependent variable is equal across groups.

a. Design: Intercept + Prime
Within Subjects Design: Food_type

Tests of Between-Subjects Effects

Measure:MEASURE_1

Transformed Variable:Average

Source	Type III Sum of Squares	df	Mean Square	F	Sig.	Partial Eta Squared	Noncent. Parameter	Observed Power[a]
Intercept	1.217E8	1	1.217E8	209.436	.000	.786	209.436	1.000
Prime	694677.217	2	347338.608	.598	.554	.021	1.195	.145
Error	3.313E7	57	581237.822					

a. Computed using alpha = .05

Estimated Marginal Means

1. Grand Mean

Measure:MEASURE_1

Mean	Std. Error	95% Confidence Interval	
		Lower Bound	Upper Bound
1007.192	69.596	867.827	1146.556

2. Spatial distance

Measure:MEASURE_1

Spatial distance	Mean	Std. Error	95% Confidence Interval	
			Lower Bound	Upper Bound
Closeness	902.175	120.544	660.789	1143.561
Intermediate	1080.000	120.544	838.614	1321.386
Distance	1039.400	120.544	798.014	1280.786

3. Food_type

Measure:MEASURE_1

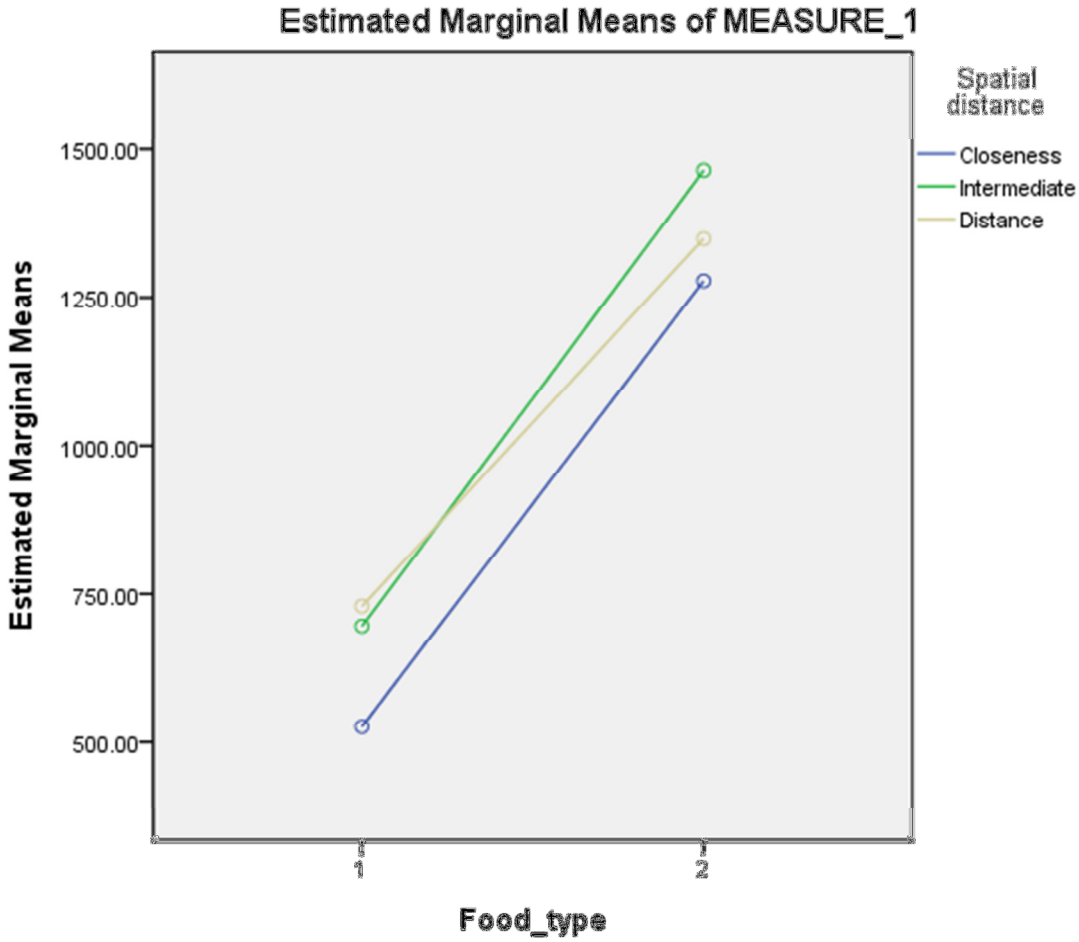
Food_type	Mean	Std. Error	95% Confidence Interval	
			Lower Bound	Upper Bound
1	650.283	51.661	546.833	753.733
2	1364.100	91.141	1181.593	1546.607

4. Spatial distance * Food_type

Measure:MEASURE_1

Spatial distance	Food_type	Mean	Std. Error	95% Confidence Interval	
				Lower Bound	Upper Bound
Closeness	1	526.100	89.480	346.919	705.281
	2	1278.250	157.861	962.139	1594.361
Intermediate	1	695.500	89.480	516.319	874.681
	2	1464.500	157.861	1148.389	1780.611
Distance	1	729.250	89.480	550.069	908.431
	2	1349.550	157.861	1033.439	1665.661

Profile Plots



Appendix G

Condition 1 = Closeness, 2 = Intermediate, 3= Distance	b1 SUM	b2 SUM		Yogurt	Oatmeal	Brown Rice	Apple	Baked Potato	b1 SUM		Chocolate Bar	Ice Cream	Cheeseburger	Potato Chips	French Fries	b2 SUM
1	727	1810		87	100	150	90	300	3264		160	150	800	200	500	1810
1	600	1600		100	150	150	50	150	2800		150	250	600	300	300	1600
1	380	1010		100	70	80	40	90	1770		210	170	300	150	180	1010
1	580	1120		90	130	90	30	240	2280		220	220	260	190	230	1120
1	600	1350		100	100	100	100	200	2550		100	200	600	150	300	1350
1	310	880		90	30	60	30	100	1500		220	120	300	120	120	880
1	750	2150		150	50	50	150	350	3650		250	400	900	200	400	2150
1	615	1700		120	250	120	25	100	2930		250	300	600	200	350	1700
1	450	1220		90	120	60	70	110	2120		260	150	500	190	120	1220
1	500	930		70	100	60	70	200	1930		240	120	190	210	170	930
1	68	1015		5	2	10	1	50	1151		210	100	230	215	260	1015
1	740	1710		150	140	120	80	250	3190		300	260	580	270	300	1710
1	810	1460		120	130	200	60	300	3080		130	300	500	250	280	1460
1	172	710		62	30	30	0	50	1054		200	100	120	90	200	710
1	520	1400		90	100	100	30	200	2440		200	200	500	200	300	1400
1	190	670		90	50	20	0	30	1050		60	200	200	110	100	670
1	650	890		90	200	110	50	200	2190		110	120	320	120	220	890
1	410	1040		35	100	120	35	120	1860		180	120	320	200	220	1040
1	490	1200		100	90	50	50	200	2180		200	350	350	100	200	1200
1	960	1700		150	200	200	60	350	3620		250	250	550	250	400	1700
2	540	1460		120	90	90	50	190	2540		300	300	550	110	200	1460
2	510	880		90	100	90	80	150	1900		120	150	300	150	160	880
2	1000	2010		100	80	150	70	600	4010		260	200	600	250	700	2010
2	860	1700		100	250	100	60	350	3420		200	300	500	300	400	1700
2	480	1015		50	200	200	0	30	1975		125	130	360	250	150	1015
2	600	2020		200	200	100	10	90	3220		120	400	800	300	400	2020
2	755	1475		35	160	300	60	200	2985		260	250	650	15	300	1475
2	370	1430		30	100	30	10	200	2170		230	300	500	150	250	1430
2	350	1400		40	110	30	10	160	2100		250	130	280	340	400	1400
2	570	1200		120	150	100	50	150	2340		150	300	350	200	200	1200
2	950	1800		100	100	300	50	400	3700		300	200	900	200	200	1800
2	615	980		30	120	50	15	400	2210		200	70	350	60	300	980
2	890	2110		230	125	225	110	200	3890		400	350	560	300	500	2110
2	560	1600		80	100	150	30	200	2720		200	100	600	300	400	1600
2	670	1270		100	150	120	100	200	2610		220	150	350	250	300	1270
2	620	660		90	120	90	70	250	1900		100	180	120	80	180	660
2	1570	2950		120	400	200	150	700	6090		250	500	900	300	1000	2950
2	620	1360		120	100	100	100	200	2600		150	300	320	290	300	1360
2	1100	1250		100	250	300	100	350	3450		250	200	500	0	300	1250
2	280	720		80	70	30	10	90	1280		150	100	250	120	100	720
3	220	880		40	40	90	10	40	1320		80	120	550	80	50	880
3	510	1340		100	100	160	0	150	2360		300	200	450	140	250	1340
3	860	1320		120	210	120	70	340	3040		210	230	520	120	240	1320
3	480	1600		20	100	50	10	300	2560		300	200	500	100	500	1600
3	670	1400		100	90	150	80	250	2740		150	200	450	300	300	1400
3	770	1590		200	90	200	80	200	3130		220	250	500	360	260	1590
3	500	870		90	110	100	60	140	1870		120	170	250	140	190	870
3	456	775		130	100	76	70	80	1687		145	160	265	110	95	775
3	780	1290		160	200	175	65	180	2850		180	210	500	180	220	1290
3	540	1350		100	100	120	70	150	2430		200	210	500	220	220	1350
3	534	802		32	80	35	187	200	1870		150	115	212	80	245	802
3	827	944		250	100	177	100	200	2598		68	150	300	200	226	944
3	430	690		70	50	80	60	170	1550		90	120	210	110	160	690
3	650	950		40	150	170	70	220	2250		180	70	250	200	250	950
3	480	950		80	100	100	50	150	1910		150	200	200	200	200	950
3	3100	5500		600	600	800	300	800	11700		500	700	1000	1500	1800	5500
3	660	1450		70	250	100	40	200	2770		200	250	500	200	300	1450
3	670	960		90	140	140	110	190	2300		210	100	260	210	180	960
3	860	1450		60	200	300	100	200	3170		150	200	500	300	300	1450
3	588	880		80	95	145	58	210	2056		115	115	325	100	225	880